

TEXT OF TELEGRAM 83ISLAMA018861

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ACTION RP-10

INFO OCT-00 COPY-01 ADS-00 AID-07 NEA-06 SR-06 /030 W
-----320566 030737Z /10

R 030428Z NOV 83
FM AMEMBASSY ISLAMABAD
TO SECSTATE WASHDC 9168
INFO AMCONSUL KARACHI
AMCONSUL LAHORE
AMCONSUL PESHAWAR

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DEPT FOR RP/NSE AND NEA/PAB

E.O. 12356: N/A

TAGS: EAID, SREF, AF, PK

SUBJECT: U.S.-DONATED TRUCKS SURMOUNTING PROBLEMS

1. SUMMARY. ALL OF THE 240 INTERNATIONAL HARVESTER (IH) TRUCKS DONATED TO THE GOP FOR REFUGEE RELIEF PURPOSES HAVE BEEN DEPLOYED AS INTENDED. THE GOP'S NATIONAL LOGISTICS CELL (NLC) HAS REPORTED DESIGN AND STRUCTURAL DEFECTS WHICH HAVE FROM TIME-TO-TIME LIMITED THE TRUCKS' USE. INTERNATIONAL HARVESTER AND THE NLC HAVE NEVERTHELESS MANAGED TO IMPROVISE CHANGES NECESSARY TO KEEP THE IH TRUCKS OPERATING ON SCHEDULE. AT LEAST 80 PERCENT OF THE USG-DONATED TRUCKS ARE FULLY OPERATIONAL AT THIS TIME. INTERNATIONAL HARVESTER HOPES THAT THE U.S.-DONATED TRUCKS WILL EARN A REPUTATION GOOD ENOUGH TO ENABLE IH TO RECAPTURE A PORTION OF THE PAKISTANI TRUCK MARKET. END SUMMARY.

2. ALL OF THE 240 U.S.-DONATED INTERNATIONAL HARVESTER (IH) TRUCKS HAVE BEEN CONSIGNED TO THE GOP'S NATIONAL LOGISTIC CELL (NLC) FOR USE IN SUPPLYING AFGHAN REFUGEE
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CAMPS WITH RELIEF COMMODITIES. THE TRUCKS HAVE BEEN DEPLOYED AS PLANNED, 190 IN THE NORTHWEST FRONTIER PROVINCE (NWFP) AND 50 IN BALUCHISTAN. THE TRUCKS PERFORM WELL WHEN USED ON THE HIGHWAYS AND COMPARE FAVORABLY IN THIS ROLE TO JAPANESE-DONATED HINOS AND GERMAN MERCEDES. BUT PROBLEMS HAVE ARISEN WITH IH TRUCKS DEPLOYED IN DIRECT SUPPORT LOGISTICS TO THE CAMPS. UNFORTUNATELY, MUCH OF THE MILEAGE LOGGED BY THE IH TRUCKS IS OVER UNIMPROVED ROADS AND TRACKS. SUSPENSIONS AND BODY

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DEPARTMENT OF STATE A/CDC/MR
REVIEWED BY *[Signature]* DATE *4/3/84*
DIRECTOR, NDLETC, DATE *4/3/84*
TO MR. [illegible]
FROM MR. [illegible]
SUBJECT: [illegible]
PA OF FOR LAHORE

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FASTENINGS SPECIFIED FOR THE U.S.-DONATED CARGO VEHICLES ARE THE SAME AS THOSE USED BY IH TRUCKS ON U.S. INTER-STATES. THEY DO NOT HOLD UP WELL UNDER RIGOROUS OFF-ROAD CONDITIONS.

3. WITHIN WEEKS OF FIRST UNDERTAKING SUPPLY MISSIONS TO THE CAMPS, IH TRUCKS DEPLOYED IN THE PROVINCES DEVELOPED PROBLEMS WITH THE "U" BOLTS THAT FASTEN THE TRUCK BODIES TO THE CHASSIS, AND WITH THE TIMBER RISERS BETWEEN THE BODIES AND THE CHASSIS. THESE PROBLEMS, ACCORDING TO TECHNICAL SOURCES, ARE DIRECTLY ATTRIBUTABLE TO THE JOG AND SWAY SUSTAINED BY THE IH TRUCKS WHEN OPERATING WITH HEAVY LOADS ON UNIMPROVED TRACKS LEADING TO THE CAMPS. MUCH TO ITS CREDIT, IH DISPATCHED TECHNICIANS FROM EUROPE TO DIAGNOSE THE TROUBLE AND TO INITIATE NECESSARY ALTERATIONS. MOREOVER, IH WILLINGLY PICKED UP THE TAB OF U.S. DOLS. 145 PER VEHICLE FOR PARTS AND LABOR. BY OCTOBER 1983 THE "U" BOLT WAS ELIMINATED. IH INTENDS TO ASK THE OTHER U.S. FIRM THAT MANUFACTURED THE BODIES, TO PAY THIS COST.

4. PROBLEMS THEN AROSE WITH THE SUSPENSION WHEN BEARING LOADS OF NO MORE THAN THREE AND A HALF TONS THE IH DESIGN SUSPENSION DID NOT HOLD UP UNDER OFF-ROAD CONDITIONS. LIMITED OFFICIAL USE LIMITED OFFICIAL USE

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MANY OF THE NEW IH TRUCKS WERE DEADLINED. AGAIN IH AND THE NLC PUT THEIR HEADS TOGETHER AND WORKABLE AUGMENTATION OF THE IH VEHICLES' FRONT AND REAR LEAF SPRINGS WAS DESIGNED AND IMPLEMENTED. THE ARRANGEMENT IS FAR FROM IDEAL BUT DOES PERMIT REDEPLOYMENT OF THE BADLY NEEDED CARGO CARRIERS TO THE FIELD. THE BILL FOR EACH REDONE SUSPENSION WILL COME TO ABOUT U.S. DOLS. 50 PER TRUCK.

5. IN LATE SEPTEMBER AND EARLY OCTOBER OF THIS YEAR IH REPS CALLED AT EMBASSY. THEY OUTLINED THE SUSPENSION PROBLEM AND INQUIRED IF THE USG MIGHT CONSIDER PAYING FOR REARRANGING THE IH TRUCKS' SUSPENSIONS. CLAIMING THAT IH HAD HAD NO SAY IN DESIGN SPECIFICATIONS FOR THE TRUCKS WHEN BIDDING ON THE REFUGEE TRUCK CONTRACT IN 1981-82 THE REPRESENTATIVES SAID IT IS UNFAIR THAT COSTS OF SUSPENSIONS SYSTEMS CHANGES BE BORNE BY THEIR CORPORATION. RESPONDING TO THIS, AN EMBOFF EXPRESSED PRAISE AND APPRECIATION FOR HARVESTER'S FOLLOW-UP SERVICE BUT NOTED THAT THE USG COULD NOT BE EXPECTED TO CONSIDER PAYING SUSPENSION REPAIR BILLS FOR WORK UNDERTAKEN WITHOUT PRIOR USG FISCAL COMMITMENT. IN SEPTEMBER/OCTOBER WE TALKED WITH COL. BABAR OF SAFRON AND SUGGESTED A MEETING BETWEEN EMBOFFS, SAFRON OFFICIALS AND IH REPS TO DISCUSS THE PROBLEM, BUT HAVE RECEIVED NO REPLY.

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6. THE GOP'S NATIONAL LOGISTIC CELL RECENTLY ROLLED OUT A PROTOTYPE OF WHAT THEY HOPE THEIR ENTIRE IH FLEET WILL RESEMBLE A YEAR FROM NOW. IN ADDITION TO BETTER "U" BOLT FASTENINGS AND A BEEFED-UP SUSPENSION, THE TRUCK BEARS A TRADITIONAL PAKISTANI-STYLE WOODEN BOX-STYLE

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CARGO ENCLOSURE AND A TOW HOOK. TEN THOUSAND RUPEES
(U.S. DOLS 763) PER VEHICLE IS THE PRICE QUOTED FOR
IMPROVEMENTS. A DONOR IS BEING SOUGHT.

7. INTERNATIONAL HARVESTER WAS ONCE A FAIRLY POPULAR
MAKE IN THIS REGION. IH REPORTEDLY DOMINATED THE CARGO
TRUCK MARKET IN AFGHANISTAN WELL INTO THE 1960'S. OVER
THE YEARS FOREIGN COMPETITORS HAVE ALL BUT ELIMINATED THE
COMPANY'S PRESENCE IN BOTH AFGHANISTAN AND PAKISTAN.
IH SEES THE INFUSION INTO PAKISTAN OF U.S. DOLS 8 MILLION
WORTH OF ITS TRUCKS AS THE CHANCE TO REESTABLISH ITS
REPUTATION AND LAND A PROFITABLE CHUNK OF THE PAKISTANI
CARGO TRUCK MARKET.

8. COMMENT. LAST HAS YET TO BE HEARD REGARDING ONGOING
REPAIRS AND ALTERATIONS OF THE 240 U.S. DONATED VEHICLES.
HARVESTER MAKES THE POINT THAT WERE THEY TO HAVE DESIGNED
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SPECIFICATIONS FOR TRUCKS PLYING PAKISTANI ROADS, IH
WOULD MOST CERTAINLY HAVE STIPULATED HEAVY DUTY SUSPEN-
SIONS. HAVING DELIVERED TRUCKS WITH (USG-SPECIFIED)
STANDARD SUSPENSIONS, HOWEVER, IH IS NOW SUFFERING
CHARGES THAT ITS PRODUCT IS WEAK AND NOT UP-TO-THE-JOB IN
PAKISTAN. WINCING AT UNFAVORABLE COMPARISONS WITH HINO,
VOLVO, MERCEDES AND EVEN THE UBIQUITOUS (U.K.) BEDFORD,
IH REPS REASON THAT THE USG SHOULD OFFER TO SHOULDER ANY
FUTURE (NON-WARRANTABLE) SUSPENSION PROBLEMS WHICH MAY

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ARISE. END COMMENT.

9. ON RECENT TRIPS EMBOFFS HAVE SEEN MANY U.S.-DONATED TRUCKS DELIVERING COMMODITIES TO CAMPS IN WIDESPREAD LOCATIONS. REPORTS ARE THAT AS OF MID-OCTOBER ABOUT 80 PER CENT OF THE IH VEHICLES IN BALUCHISTAN AND THE NWFP ARE BACK IN SERVICE. WE HAVE NEVERTHELESS SPOKEN TO SAFRON, THE GOP COORDINATING AGENCY MOST PROXIMATELY INVOLVED, AND, ON TWO OCCASIONS RAISED THE TRUCK ISSUE. GOP OFFICIALS DID NOT EXPRESS CONCERN REGARDING THE IH TRUCKS WHICH CONTINUE TO BEAR THE BRUNT OF FOOD DISTRIBUTION TO THE CAMPS.

10. VISITS TO BALUCHISTAN AND PESHAWAR/NLC DEPOTS ARE SCHEDULED IN NOVEMBER. FIRST-HAND REPORTS ON THE CONDITION AND UTILIZATION OF U.S.-DONATED TRUCKS AND ON THE STATUS OF U.S.-FUNDED REPAIR/MAINTENANCE FACILITIES WILL FOLLOW SOON THEREAFTER.

11. ACTION REQUESTED. CAN DEPT ADVISE US WHETHER HEAVY DUTY SPECS WERE PROVIDED FOR IN THE ORIGINAL CONTRACT? KING

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